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# 04013222 ANNUAL AUDITED HEPORT EP € 200 FORM X-17A-5 PART III

# FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	06/28/03	AND ENDING	06/25/04
	MM/DD/YY		MM/DD/YY
A. REGI	STRANT IDENTIFIC	ATION	
NAME OF BROKER-DEALER: Southw	est Securities, In	c.	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSIN	IESS: (Do not use P.O. Bo	x No.)	FIRM I.D. NO.
1201 E	lm Street, Suite 3	500	
Dallas	(No. and Street) , Texas 75270		
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PER	SON TO CONTACT IN RE	EGARD TO THIS R	REPORT
Laura	Leventhal		214/859-1026 (Area Code - Telephone Number
P + CCO	UNTANT IDENTIFIC	I TYON	(Area Code - Telephone Number
B. ACCO	UNIANI IDENTIFIC	ATION	
INDEPENDENT PUBLIC ACCOUNTANT wh	ose opinion is contained in	this Report*	
PriceW	aterhouseCoopers, 1	LLP	
()	lame - if individual, state last, fir	st. middle name)	Me -
2001 R	oss Avenue, Suite :	1800, Dallas,	TXOCIOCOS7
(Address)	(City)	(State)	OCT 22 2004
CHECK ONE:		U.	THOSE ZUDY
Certified Public Accountant			FINANCIA
☐ Public Accountant		1	<b>-</b>
☐ Accountant not resident in United	States or any of its nosses	sions	
F	OR OFFICIAL USE ON	ILY	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

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DP 10-7

# OATH OR AFFIRMATION

		Stacy Hodges  owledge and belief the accompanying financial statem	, swear (or affirm) that, to the best of ent and supporting schedules pertaining to the firm of
,		Southwest Securities, Inc.	, as
	ther		04
_			8 14
		TRACY BASSETT	Stacy Hodges
		Notary Public, State of Texas  My Commission Expires	Signaturé O
		AUG. 22, 2008	Chief Financial Officer
	1	"Milani"	Title
_	Á	MC Sussell Notary Public	
Th	is re	port ** contains (check all applicable boxes):	•
X	(a)	Facing Page.	
Image: Control of the		Statement of Financial Condition.	
X		Statement of Income (Loss).	
		Statement of Changes in Financial Condition.	
		Statement of Changes in Stockholders' Equity or Par	
內內		Statement of Changes in Liabilities Subordinated to Computation of Net Capital.	Claims of Creditors.
图		Computation for Determination of Reserve Requirem	ponts Burguent to Bule 15e2 2
Ŋ	(i)	Information Relating to the Possession or Control Re	equirements Under Rule 15c3-3
$\Box$			of the Computation of Net Capital Under Rule 15c3-3 and the
	٧,	Computation for Determination of the Reserve Requ	
	(k)		Statements of Financial Condition with respect to methods of
_		consolidation.	
团	(1)	An Oath or Affirmation.	•
님	(m)	An Oath or Affirmation.  A copy of the SIPC Supplemental Report.  A report describing any material inadequacies found to	
Ш	(n)	A report describing any material inadequacies found to	exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



# Southwest Securities, Inc.

(A Subsidiary of SWS Group, Inc.)
Financial Statements and Supplemental Schedules
Pursuant to Rule 17a-5 of the
Securities and Exchange Commission
For the Year Ended June 25, 2004
With Report of Independent Auditors



PricewaterhouseCoopers LLP 2001 Ross Avenue, Suite 1800 Dallas TX 75201-2997 Telephone (214) 999 1400

### Report of Independent Auditors

To the Board of Directors and Stockholders of Southwest Securities, Inc.

In our opinion, the accompanying statement of financial condition and the related statements of operations, stockholders' equity, and cash flows present fairly, in all material respects, the financial position of Southwest Securities, Inc. (the "Company") (a subsidiary of SWS Group, Inc.) at June 25, 2004, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit of these statements in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information contained in Schedules I, II and III is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934 and as required by Regulation 1.16 of the Commodity Futures Trading Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Pricevaterlouse Coopers CCP

August 20, 2004

# Southwest Securities, Inc (A Subsidiary of SWS Group, Inc.) Statement of Financial Condition June 25, 2004

(dollars in thousands, except par and reden	iption values)
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Assets		
Cash	\$	28,113
Assets segregated for regulatory purposes		367,070
Receivable from brokers, dealers and clearing organizations		3,107,251
Receivable from clients		421,799
Securities owned, at market value		132,092
Exchange memberships, at cost (market value of \$1,458)		240
Fixed assets, at cost, less accumulated depreciation of \$22,696		13,325
Goodwill, net		6,927
Other assets (including \$26,038 from affiliates)	-	44,011
Total assets	\$	4,120,828
Liabilities and Stockholders' Equity		
Payable to brokers, dealers, and clearing organizations	\$	3,050,631
Payable to clients	•	691,936
Drafts payable		32,212
Securities sold, not yet purchased, at market value		87,508
Capital lease obligation		253
Accrued expenses and other liabilities (including \$15,734 to affiliates)		65,087
		3,927,627
Stockholders' equity:		
Series A preferred stock, \$20 par value, \$1,000 redemption		
value; authorized 100,000 shares; issued and outstanding 150 shares		3
Class A voting common stock of \$1 par value; authorized		3
10,000 shares; issued and outstanding 2,820 shares		3
Class B nonvoting common stock of \$1 par value; authorized 10,000 shares; none issued		
Additional paid-in capital		32,487
Retained earnings		160,708
reamed carmings		<del></del>
		193,201
Total liabilities and stockholders' equity	\$	4,120,828

The accompanying notes are an integral part of these financial statements.

# Southwest Securities, Inc. (A Subsidiary of SWS Group, Inc.) Statement of Operations Year Ended June 25, 2004

Advertising and promotional

Income before income tax expense

Other

Income tax expense

Net loss

(dollars in thousands)		
Revenues:		
Net revenues from clearing operations	\$ 20,	176
Commissions	76,	272
Interest	52,	026
Investment banking, advisory and administrative fees	29,	191
Net gains on principal transactions	12,	122
Other	5,	713
Total revenue	195,	500
Total revenue  Expenses:	195,	500
	195, 101,	
Expenses:	101,	
Expenses: Commissions and other employee compensation	101, 24,	794
Expenses: Commissions and other employee compensation Interest Occupancy, equipment and computer service costs Legal	101, 24, 23,	794 231
Expenses: Commissions and other employee compensation Interest Occupancy, equipment and computer service costs	101, 24, 23, 15,	794 231 613

3,278

8,067 192,793

2,707

3,479

(772)

\$

The accompanying notes are an integral part of these financial statements.

Southwest Securities, Inc. (A Subsidiary of SWS Group, Inc.) Statement of Stockholders' Equity Year Ended June 25, 2004

(dollars in thousands)	Seric Preferre	Series A ferred Stock		Class A	Class A Voting Common Stock		Ad P	Additional Paid-in	22	Retained		
	Shares	Amoun	nut	Shares	Amount	ount		Capital	国	Earnings		Total
Balance at June 27, 2003	150	↔	8	2,820	<del>60</del>	3	<del>€9</del>	32,487	↔	161,480	↔	193,973
Net loss	ı		ı	1		•		ı		(772)		(772)
Balance at June 25, 2004	150		\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	2,820		3		32,487		160,708	↔	193,201

The accompanying notes are an integral part of these financial statements.

# Southwest Securities, Inc. (A Subsidiary of SWS Group, Inc.) Statement of Cash Flows Year Ended June 25, 2004

(dollars in thousands)		
Cash flows from operating activities:		
Net loss	\$	(772)
Adjustments to reconcile net loss to net cash		
provided by operating activities:		
Depreciation and amortization		5,445
Deferred income tax expense		1,161
Provision for doubtful accounts		720
Changes in operating assets and liabilities:		
Assets segregated for regulatory purposes		74,114
Brokers, dealers and clearing organizations accounts, net		24,272
Clients accounts, net		(139,348)
Securities owned		(18,970)
Other assets		8,370
Drafts payable		2,880
Securities sold, not yet purchased		46,923
Accrued expenses and other liabilities		7,827
Net cash provided by operating activities		12,622
Cash flows from investing activities:		
Cash paid for O'Connor & Company Securities, Inc.		(625)
Purchase of fixed assets		(4,927)
Net cash used in investing activities		(5,552)
Cash flows from financing activities:		
Payment of capital lease obligation		(995)
Payments on short-term borrowings		(1,633,200)
Cash proceeds on short-term borrowings		1,633,200
Net cash used in financing activities		(995)
Net change in cash		6,075
Cash at beginning of year		22,038
Cash at end of year	\$	28,113
Supplemental cash flow disclosures	_	<u>.</u>
Cash paid for interest	\$	24,516
Cash paid for taxes	\$	2,030

The accompanying notes are an integral part of these financial statements.

### 1. Organization

Southwest Securities, Inc. ("Company"), a subsidiary of SWS Group, Inc. ("Parent"), is a registered broker/dealer in securities under the Securities Exchange Act of 1934 (Act).

The annual financial statements are prepared as of the close of business on the last Friday of June. Accordingly, the fiscal year for 2004 ended on June 25, 2004.

Pursuant to the Securities and Exchange Commission's ("SEC") Rule 11(a) of the Act, over 50% of the Company's revenues are comprised of Section 11(a) items, indicating the Company is primarily engaged in trading on behalf of customers.

## 2. Summary of Significant Accounting Policies

### **Securities Transactions**

Proprietary securities transactions are recorded on trade date, as if they had settled. Customers' securities and commodities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

Amounts receivable and payable for securities transactions that have not reached their contractual settlement date are recorded net on the statement of financial condition.

Marketable securities are valued at market value, based on quoted market prices, and securities not readily marketable are valued at fair value as determined by management.

#### **Commissions**

Commissions and related clearing expenses are recorded on a trade-date basis as securities transactions occur.

#### **Fixed Assets**

Fixed assets are comprised of furniture, equipment and leasehold improvements which are stated at cost and depreciated using the straight-line method over the estimated useful lives of the assets (3 to 9 years).

In fiscal year 2004, the Company wrote off fully depreciated assets of \$1,514.

#### Goodwill

The Company adopted Statement of Financial Accounting Standards ("SFAS") No. 142, "Goodwill and Other Intangible Assets", on June 29, 2002. SFAS No. 142 addresses financial accounting and reporting for acquired goodwill. This statement also addresses how goodwill and other intangibles should be accounted for after they have been initially recognized in the financial statements. SFAS No. 142 requires that goodwill and intangible assets with indefinite useful lives no longer be amortized, but instead be tested for impairment at least annually. The statement also provides specific guidance for impairment testing.

The Company completed its annual review during fiscal year 2004. Based on the results of these tests, the Company's goodwill balance is not impaired.

In accordance with SFAS No. 142, the Company ceased amortizing its goodwill at the date of adoption, and recorded no amortization expense for the year ended June 25, 2004.

### Resale and Repurchase Agreements

Transactions involving purchases of securities under agreements to resell (reverse repurchase agreements or reverse repos) or sales of securities under agreements to repurchase (repurchase agreements or repos) are accounted for as collateralized financings except where the Company does not have an agreement to sell (or purchase) the same or substantially the same securities before maturity at a fixed or determinable price. It is the policy of the Company to obtain possession of collateral with a market value equal to or in excess of the principal amount loaned under resale agreements. Collateral is valued daily, and the Company may require counterparties to deposit additional collateral or return collateral pledged when appropriate.

# **Securities-Lending Activities**

Securities borrowed and securities loaned transactions are generally reported as collateralized financings except where letters of credit or other securities are used as collateral. Securities-borrowed transactions require the Company to deposit cash, letters of credit, or other collateral with the lender. With respect to securities loaned, the Company receives collateral in the form of cash or other collateral in an amount generally in excess of the market value of securities loaned. The Company monitors the market value of securities borrowed and loaned on a daily basis, with additional collateral obtained or refunded as necessary.

# **Investment Banking**

Investment banking revenues include gains, losses, and fees, net of syndicate expenses, arising from securities offerings in which the Company acts as an underwriter or agent. Investment banking revenues also include fees earned from providing merger-and-acquisition and financial restructuring advisory services. Investment banking management fees are recorded on offering date, sales concessions on settlement date, and underwriting fees at the time the underwriting is completed and the income is reasonably determinable.

#### **Drafts Payable**

In the normal course of business, the Company uses drafts to make payments relating to its brokerage transactions. These drafts are presented for payment through the Company's bank and are sent to the Company daily for review and acceptance. Upon acceptance, the drafts are paid and charged against cash.

### Cash Flow Reporting

For purposes of the statement of cash flows, the Company considers cash to include cash on hand and in depository accounts. In addition, highly liquid debt instruments purchased with original maturities of three months or less are considered to be cash equivalents.

Assets segregated for regulatory purposes are not included as cash equivalents for purposes of the statement of cash flows because such assets are segregated for the benefit of customers only.

#### Federal Income Taxes

The Company files a consolidated Federal income tax return with its Parent. For purposes of these financial statements current income taxes are computed as if the Company filed a separate entity income tax return.

Income taxes are accounted for under the asset and liability method. Deferred tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates in effect for the year in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

### Fair Value of Financial Instruments

Substantially all of the Company's financial assets and liabilities are carried at market value or at amounts which, because of their short-term nature, approximate current fair value.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the recorded amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### 3. Assets Segregated For Regulatory Purposes

At June 25, 2004, the Company had U.S. Treasury securities with a market value of approximately \$95,439, reverse repurchase agreements of approximately \$99,026, and related cash and accrued interest of approximately \$172,605 segregated in special reserve bank accounts for the exclusive benefit of customers under Rule 15c3-3 of the Act. These reverse repurchase agreements were collateralized by U.S. Government securities with a market value of approximately \$100,555.

# 4. Receivable From and Payable to Brokers, Dealers and Clearing Organizations

At June 25, 2004, the Company had receivable from and payable to brokers, dealers and clearing organizations comprised of the following:

Receivable:	
Securities failed to deliver	\$ 25,214
Securities borrowed	3,053,926
Correspondent broker/dealers	16,397
Clearing organizations	6,050
Other	 5,664
	\$ 3,107,251
Payable:	
Securities failed to receive	\$ 46,788
Securities loaned	2,962,133
Correspondent broker/dealers	18,369
Other	 23,341
	\$ 3,050,631

Securities failed to deliver and receive represent the contract value of securities that have not been delivered or received subsequent to settlement date. Securities borrowed and loaned represent deposits made to or received from other broker/dealers relating to these transactions. These deposits approximate the market value of the underlying securities.

The Company clears securities transactions for correspondent broker/dealers. Settled securities and related transactions for these correspondents are included in the receivable from and payable to brokers, dealers and clearing organizations. The Company holds collateral for the receivables from correspondents.

The Company participates in the securities borrowing and lending business by borrowing and lending securities other than those of its clients. All open positions are adjusted to market values daily. The Company has received collateral of approximately \$3,053,926 under securities lending agreements, of which the Company has repledged approximately \$2,927,311 at June 25, 2004.

## 5. Receivable From and Payable to Clients

Receivable from and payable to clients include amounts due on cash and margin transactions. Included in these amounts are receivable from and payable to noncustomers (as defined by Rule 15c3-3 of the Act, principally officers, directors and related accounts), which aggregated approximately \$959 and \$2,072, respectively, at June 25, 2004. Securities accounts of noncustomers are subject to the same terms and regulations as those of customers. Securities owned by customers and noncustomers that collateralize the receivables are not reflected in the accompanying financial statements.

The Company pledges client securities as collateral in conjunction with the Company's securities lending activities. At June 25, 2004, the Company has approximately \$541,506 of client securities under customer margin loans that are available to be pledged, of which the Company has repledged approximately \$34,374 under securities loan agreements.

The Company pays interest on certain customer "free credit" balances available for reinvestment. The aggregate balance of such funds was approximately \$596,769 at June 25, 2004. During fiscal year 2004, the interest rates paid on these balances ranged from 0.40% to 0.60%. While the Company pays interest on these funds at varying rates, the rate paid at June 25, 2004 was 0.40%. The weighted average interest rate paid during fiscal 2004 was 0.40%.

The Company maintains an allowance for doubtful accounts which represents amounts, in the judgment of management, that are necessary to adequately absorb losses from known and inherent risks in receivables from customers. Provisions made to this allowance are charged to operations. At June 25, 2004, all unsecured customer receivables had been provided for in this allowance.

### 6. Securities Owned and Securities Sold, not yet Purchased

At June 25, 2004, securities owned and securities sold, not yet purchased, both of which are carried at market value, included the following:

Securities owned:	
U.S. Government and Government agency	
obligations	\$ 32,239
Municipal obligations	28,904
Corporate equity securities	9,645
Corporate obligations	56,984
Other	 4,320
	\$ 132,092
Securities sold, not yet purchased:	
U.S. Government and Government agency	
obligations	\$ 16,139
Municipal obligations	509
Corporate equity securities	1,500
Corporate obligations	68,894
Other	 466
	\$ 87,508

Certain of the above securities have been collateralized to secure short-term borrowings or as security deposits at clearing organizations for the Company's clearing business. These collateralized securities amounted to approximately \$4,339 at June 25, 2004. Additionally, at June 25, 2004, the Company had pledged securities valued at \$377 in conjunction with securities lending activities.

# 7. Short-Term Borrowings

The Company has credit arrangements with commercial banks, which include broker loan lines up to \$275,000 at June 25, 2004 to finance securities owned, securities held for correspondent broker/dealer accounts, and receivables in customers' margin accounts. The lines may also be used to release pledged collateral against day loans. These credit arrangements are provided on an "as offered" basis and are not committed lines of credit. These arrangements can be terminated at any time by the lender. Any outstanding balances under these credit arrangements are due on demand and bear interest at rates indexed to the federal funds rate (1.06% at June 25, 2004). There were no amounts outstanding under these agreements at June 25, 2004.

Additionally, the Company has an irrevocable letter of credit agreement aggregating \$40,000 at June 25, 2004, pledged to support its open option positions with an options clearing organization. The letter of credit bears interest at the broker call rate, if drawn, and is renewable semi-annually. This letter of credit is fully collateralized by marketable securities held in customers' and noncustomers' margin accounts with values of approximately \$64,664 at June 25, 2004. The Company also has an unsecured letter of credit agreement aggregating \$2,250 at June 25, 2004, pledged to support its open positions with securities clearing organizations. The unsecured letter of credit bears interest at the prime rate plus 1%, if drawn, and is renewable semi-annually.

In addition, the Company has an unsecured line of credit aggregating \$10,000 that is due on demand and bears interest at rates indexed to the federal funds rate. There was no amount outstanding on this unsecured line of credit at June 25, 2004.

# 8. Capital Lease Obligation

The Company leases computer equipment through two capital leases. The two leases require monthly payments of \$11 and \$73 and expire on September 30, 2004. The future minimum lease payments required under the capital leases (together with the present value of net minimum lease payments) at June 25, 2004 are as follows:

Fiscal Year	
2005	\$ 254
Less imputed interest	 (1)
Present value of net minimum lease payments	\$ 253

### 9. Income Taxes

The Company files a consolidated tax return with the Parent. For purposes of these financial statements, current income taxes are computed as if the Company files a separate entity income tax return.

Income tax expense for the fiscal year ended June 25, 2004, (effective rate of 128.5% in 2004) differs from the amount that would otherwise have been calculated by applying the U.S. Federal corporate tax rate (35% in 2004) to income before income taxes and is comprised of the following:

Income tax expense at the statutory rate	\$ 948
Tax-exempt interest	(416)
Non-deductible meals and entertainment expenses	239
Fines and penalties	2,800
Other, net	 (92)
	\$ 3,479

Income taxes as set forth in the statement of operations consist of the following components:

Current	\$ 2,318
Deferred	1,161
Total income tax expense	\$ 3,479

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities at June 25, 2004 are presented below:

Deferred tax assets: Expenses for book, not deductible until paid Other	\$ 4,470 926
Total gross deferred tax asset	 5,396
Deferred tax liabilities - other	 (387)
Net deferred tax asset included in other assets	\$ 5,009

As a result of the Company's history of taxable income and the nature of the items from which deferred tax assets are derived, management believes that it is more likely than not that the Company will realize the benefit of the deferred tax assets.

### 10. Net Capital Requirements

The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule, which requires the maintenance of minimum net capital. The Company has elected to use the alternative method, permitted by the rule, which requires that it maintain minimum net capital, as defined in Rule 15c3-1 under the Act, equal to the greater of \$1,000 or 2% of aggregate debit balances, as defined in Rule 15c3-3 of the Act. At June 25, 2004, the Company had net capital of approximately \$110,946 which is approximately \$100,410 in excess of its minimum net capital requirement of approximately \$10,536 at that date. Additionally, Rule 15c3-1 provides that equity capital may not be withdrawn or cash dividends paid if resulting net capital would be less than 5% of aggregate debit items. At June 25, 2004, the Company had net capital of approximately \$84,606 in excess of 5% of aggregate debit items.

#### 11. Affiliate Transactions

The Company clears all customer transactions and provides accounting and administrative services for two affiliates, SWS Financial Services, Inc. ("SWSFS") and May Financial Corporation ("May"). Based on agreements with these entities, the Company receives a fee for clearing SWSFS and May trades. The amount of fees received by the Company for clearing trades for these entities' trades was approximately \$932 during fiscal year 2004.

The Company, as clearing broker for its affiliates, has the right to charge customer losses back to the affiliates.

## 12. Profit Sharing

The Company has a defined contribution profit sharing/401(k) plan covering substantially all employees. Employer provided profit sharing benefits become fully vested after six years of service by the participant. Profit sharing contributions to the plan are accrued and funded at the Company's discretion. There was no profit sharing expense for the year ended June 25, 2004. The 401(k) portion of the plan began in January 2000, and the Company provides a match of up to 4% of eligible compensation. The Company's matching contributions vest immediately and the expense totaled approximately \$2,012 for the year ended June 25, 2004.

### 13. Commitments and Contingencies

The Company leases its offices and certain equipment under noncancelable operating lease agreements. Rental expense relating to the facilities and equipment leases for fiscal year 2004 aggregated approximately \$9,876.

At June 25, 2004 the future rental payments for the noncancelable operating leases for each of the following five fiscal years and thereafter follows:

2005	\$ 6	,612
2006	6	,466
2007	4	,962
2008	4	,202
2009		510
Thereafter		824
	\$ 23	,576

The Company has been the subject of investigations of improper mutual fund trading alleged to have occurred from October 2002 through September 2003. The inquiries are being conducted by the SEC and the NYSE and relate to the adequacy of the Company's supervision of certain employees and the firm's compliance with books and records and document production requirements.

The Company has recorded a liability of \$10 million for this contingency. While these estimates are based on lengthy settlement discussions with the SEC and the NYSE, no settlement has yet been reached. And while we do not currently anticipate any further material liability related to these regulatory actions, no assurance can be given that these matters will be settled substantially on these terms.

Through its participation in underwriting, both corporate and municipal, the Company could expose itself to material risk since the possibility exists that securities that the Company has committed to purchase cannot be sold at the initial offering price. Federal and state securities laws and regulations also affect the activities of underwriters and impose substantial potential liabilities for violations in connection with sales of securities by underwriters to the public. Total open underwritings at June 25, 2004 were \$105,420. All open underwritings were subsequently settled and had no material effect on the financial statements.

In the general course of its brokerage business and the business of clearing for other brokerage firms, the Company has been named as a defendant in various lawsuits and arbitration proceedings. These claims allege violation of Federal and state securities laws. Management believes that resolution of these claims will not result in any material adverse effect on the Company's financial position or results of operations.

#### 14. Financial Instruments with Off-Balance-Sheet Risk

In the normal course of business, the Company engages in activities involving the execution, settlement and financing of various securities transactions. These activities may expose the Company to off-balance-sheet credit and market risks in the event the customer or counterparty is unable to fulfill its contractual obligation. Such risks may be increased by volatile trading markets.

As part of its normal brokerage activities, the Company sells securities not yet purchased (short sales) for its own account. The establishment of short positions exposes the Company to market risk in the event prices increase, as the Company may be obligated to acquire the securities at prevailing market prices.

The Company seeks to control the risks associated with its customers' activities, including customer accounts of its correspondents for which it provides clearing services, by requiring customers to maintain margin collateral in compliance with various regulatory and internal guidelines. The required margin levels are monitored daily and, pursuant to such guidelines, customers are required to deposit additional collateral or to reduce positions when necessary.

A portion of the Company's customer activity involves short sales and the writing of option contracts. Such transactions may require the Company to purchase or sell financial instruments at prevailing market prices in order to fulfill the customers' obligations.

At times, the Company lends money using reverse repurchase agreements. All positions are collateralized by U.S. Government or U.S. Government agency securities. Such transactions may expose the Company to off-balance-sheet risk in the event such borrowers do not repay the loans and the value of collateral held is less than that of the underlying receivable. These agreements provide the Company with the right to maintain the relationship between market value of the collateral and the receivable.

The Company arranges secured financing by pledging securities owned and unpaid customer securities for short-term borrowings to satisfy margin deposits of clearing organizations. The Company also actively participates in the borrowing and lending of securities. In the event the counter-party in these and other securities loaned transactions is unable to return such securities pledged or borrowed or to repay the deposit placed with them, the Company may be exposed to the risks of acquiring the securities at prevailing market prices or holding collateral possessing a market value less than that of the related pledged securities. The Company seeks to control the risks by monitoring the market value of securities pledged and requiring adjustments of collateral levels where necessary.

#### 15. Preferred Stock

On October 17, 1997, the Company's Board of Directors ("Board") authorized 100,000 shares of preferred stock. Simultaneously, the Board designated 5,000 shares of the authorized preferred stock as Series A Preferred Stock. Up to 50 shares of the Series A Preferred Stock, which has a par value of \$20, can be issued to each of up to 100 qualified participants. Qualified participants are broker/dealers registered under the Act who clear their proprietary transactions through the Company and who represent that they are subject to net capital rules of the SEC and other self-regulatory organizations to which such broker/dealers report. The Series A Preferred Stock is nonvoting and nonconvertible to common stock, and it is entitled to noncumulative cash dividends when, as and if declared by the Board. The Series A Preferred Stock is redeemable at any time by the Company at a redemption price of \$1,000 per share.

### 16. PAIB Reserve Requirements

At June 25, 2004, the company had a PAIB reserve requirement of \$8,974 and after a deposit of \$9,500, made after year end but within the timeframe required by the rule, had a deposit of \$9,500.

#### 17. Stock Purchase of O'Connor

In a cash transaction in August 2001, the Parent acquired O'Connor & Company Securities, Inc. ("O'Connor") which had assets totaling \$1.2 million. The Parent recorded approximately \$744 in goodwill on the transaction. The Parent transferred the goodwill to the Company after the adoption of SFAS No. 142. Additionally, contingent consideration based upon future operating performance of O'Connor will be calculated on an annual basis extending through July 2005 in accordance with the acquisition agreement. The maximum additional earn-out consideration per the acquisition agreement is \$2,500. As of June 25, 2004, goodwill of \$2,673 was recorded related to this transaction, \$1,875 of which related to the \$2,500 earn-out consideration.

# Southwest Securities, Inc.

(A Subsidiary of SWS Group, Inc.)

Schedule I – Computation of Net Capital Pursuant to Rule 15c3-1 of the Securities Exchange Act of 1934 and Regulation 1.17 of the Commodity

**Futures Trading Commission** 

(dollars in thousands)

Total stockholders' equity from statement of financial condition		\$ 193,201
Add liabilities subordinated to claims of general creditors allowable in computation of net capital		 <u> </u>
Total capital and allowable subordinated liabilities		 193,201
Deductions and /or charges:		
Receivable from affiliates	\$ (26,038)	
Fixed assets, net	(13,325)	
Other nonallowable assets	(30,706)	
Aged fails to deliver	(157)	
Aged short security differences	(832)	
Other deductions and/or charges	(959)	(72,017)
Net capital before haircuts on securities positions		121,184
Haircuts on securities positions		 (10,238)
Net Capital		110,946
Net capital requirement:		
Greater of 2% of aggregate debit items as shown in		
computation of special reserve requirement on		
Schedule II (\$526,811 x $2\% = $10,536$ ) or \$1,000		 10,536
Excess net capital		\$ 100,410
Net capital in excess of the greater of 5% of		
aggregate debit items or \$1,800		\$ 84,606

Note: The above computation does not differ materially from the computation of net capital prepared by the Company as of June 25, 2004 and filed with the New York Stock Exchange, Inc. on July 22, 2004.

# Southwest Securities, Inc.

(A Subsidiary of SWS Group, Inc.)

# Schedule II – Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3 of the Securities Exchange Act of 1934

(dollars in thousands)

Credit balances:		
Free credit balances and other credit balances in customers' security accounts	\$	722,841
Monies borrowed collateralized by securities carried for the accounts	*	,,
of customers		1,078
Monies payable against customers' securities loaned		34,822
Customers' securities failed to receive		43,906
Credit balances in firm accounts which are attributable to principal sales		•
to customers		4,744
Market value of stock dividends, stock splits and similar distributions receivable		•
outstanding over 30 calendar days		404
Market value of short securities and credits in all suspense accounts over 30		
calendar days		761
Transfers in excess of 40 calendar days		6
Other		44,793
Total credits		853,355
Debit balances:		<del></del>
Debit balances in customers' cash and margin accounts excluding unsecured		
accounts and accounts doubtful of collection		420,839
Securities borrowed to effectuate short sales by customers and securities		
borrowed to make delivery on customers' securities failed to deliver		44,392
Failed to deliver of customers' securities not older than 30 calendar days		21,171
Margin required and on deposit with the Options Clearing Corporation for all		
option contracts with or purchased in customer accounts		40,409
Total debits		526,811
Less 3% haircut		(15,804)
Total debits		511,007
	_	
Excess of total credits over total debits	\$	342,348
Reserve requirement at June 25, 2004:		
Amount of securities held in "Reserve Bank Accounts" at June 25, 2004	\$	367,070
Withdrawal made within required time frames of qualified securities		(6,800)
Amount of securities held in "Reserve Bank Accounts"	\$	360,270

Note: The above computation does not differ materially from the computation of special reserve requirement prepared by the Company as of June 25, 2004 and filed with the New York Stock Exchange, Inc. on July 22, 2004.

Southwest Securities, Inc. (A Subsidiary of SWS, Inc.) Schedule III – Information for Possession or Control Requirements Pursuant to Rule 15c3-3 of the Securities Exchange Act of 1934 (dollars in thousands)					
Stat	te the market valuation and the number of items of:				
1.	Customers fully paid securities and excess margin securities not in the respondent's position or control as of June 25, 2004 for which instructions to reduce to possession or control had been issued as of June 25, 2004 but for which the required action was not taken by respondent within the time frames specified under Rule 15c3-3				
	Number of items		13		
	Market value	\$	190		
2.	Customers' fully paid securities and excess margin secur possession or control had not been issued as of June 25, 2 "temporary lags which result from normal business opera	2004 excluding items arising fror	m		

Number of items

Market value



PricewaterhouseCoopers LLP 2001 Ross Avenue, Suite 1800 Dallas TX 75201-2997 Telephone (214) 999 1400

# Independent Auditors Report on Internal Control Required By SEC Rule 17a-5 and CFTC Regulation 1.16

To the Board of Directors Southwest Securities, Inc.

In planning and performing our audit of the financial statements and supplemental schedules of Southwest Securities, Inc. (the "Company") (a subsidiary of SWS Group, Inc.) for the fiscal year ended June 25, 2004, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the statements and not to provide assurance on the internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (the "SEC"), and Regulation 1.16 of the Commodity Futures Trading Commission, (the "CFTF") (collectively, the "Commissions"), we have made a study of the practices and procedures followed by the Company, including tests of compliance with such practices and procedures, that we considered relevant to the objectives stated in Rule 17a-5(g) and CFTC Regulation 1.16, in the following:

- 1. Making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and the reserve required by Rule 15c3-3(e);
- 2. Making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13;
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System;
- 4. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3; and
- 5. Making the periodic computations of minimum financial requirements pursuant to Regulation 1.17.

Because the Company does not carry commodity accounts for customers or perform custodial functions relating to customers' commodity accounts; we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making the daily computations of the segregation requirements of Section 4d(2) of the Commodity Exchange Act and the regulations thereunder, and the segregation of funds based upon such computations; and
- 2. Making the daily computations of the foreign futures and foreign options secured amount requirements pursuant to Regulation 30.7 of the CFTC.

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The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of control and of the practices and procedures referred to in the preceding paragraph, and to assess whether those practices and procedures can be expected to achieve the Commissions' abovementioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) and Regulation 1.16 list additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of internal control to future periods is subject to the risk that controls may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of one or more of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including procedures for safeguarding customer and firm assets, including securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commissions to be adequate for its purposes in accordance with the Securities Exchange Act of 1934, the Commodity Exchange Act and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at June 25, 2004 to meet the Commissions' objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the CFTC, the National Association of Securities Dealers, Inc., the New York Stock Exchange, the National Futures Association and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, or Regulation 1.16 under the Commodity Exchange Act, and is not intended to be and should not be used by anyone other than these specified parties.

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August 20, 2004